



# FAST23 Virtual Conference:

*Acquiring Products & Services for Emergency Preparedness - Building Mission Resilience*

June 28, 2023, 1 PM EST



# Today's Agenda

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- Keynote Address
- State of the Marketplace
- Emerging Technologies and Trends
- 10 Min Break
- Market Research
- User Stories and Case Studies



# Welcome and Intro



# Keynote Address



# Keynote Address

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**Crystal Philcox**

Assistant Commissioner of the Office of  
Travel, Transportation and Logistics (TTL)



# State of the Marketplace

# State of the Marketplace

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## **Gene Shearer**

Director, Logistics Analysis  
Office & Supply Chain Advisor  
FEMA Logistics Management  
Directorate



May 2023



FEMA

## 2023 National Strategic Supply Chain Risk Analysis

Prepared for FEMA

*The background, points-of-view, and opinions expressed by SCAN do not necessarily represent the positions or policies of the Department of Homeland Security or the Federal Emergency Management Agency.*

Hurricane Ian approaching land in Florida; Source, NOAA's GOES-16 Satellite on September 28, 2022

# Background

FEMA has tasked the Supply Chain Analysis Network (SCAN) to conduct a strategic analysis of current supply chain risks. The analysis includes:

## Strategic Risk Environment

*Background on the operating environment as it relates to supply chains.*

1

### Food Sector

Providing context for the current state of the food sector supply chains, including supply, demand, and overall system flows.



2

### Energy Sector

Providing context for the current state of energy sector supply chains, for both liquid fuel and electric power.



3

### Freight System

Providing context for the current state of the US Freight System, including observations about overall freight movement, ports, and connection points between freight and critical commodities.



## Potential Mitigation Measures

*Note: mitigation measures are meant to be representative, not exhaustive. We have not studied the comparative impacts of various measures.*

## Catastrophic Vulnerabilities

*Vulnerabilities in each system that are ever present and have the potential to result in significant losses in supply chain capacity.*

Source: Icons – Freepik via  
flaticon.com

# 2023 Risk Environment

## Supply Chain Implications

### Geopolitical trends and potential threats

- Russia/Ukraine war has impacted many segments of global supply chains; notably food and fuel. Rising prices of Russian and Ukrainian commodities contributed to rising prices internationally.
- Nearshoring and friend shoring create new supply chain vulnerabilities
- Supply chains are increasingly vulnerable to cyber-attacks

### Pandemic-era policies expiring

- A variety of pandemic social “safety net” policies have expired or are set to expire
- The reduction in support will impact on the ability of individuals and families to financially prepare for a disaster, as well as to evacuate or recover after a disaster

### Macroeconomic trends

- The Consumer Price Index continued to increase in March 2023, though at a slower rate from 2022, leaving consumers with less purchasing power.

### Labor

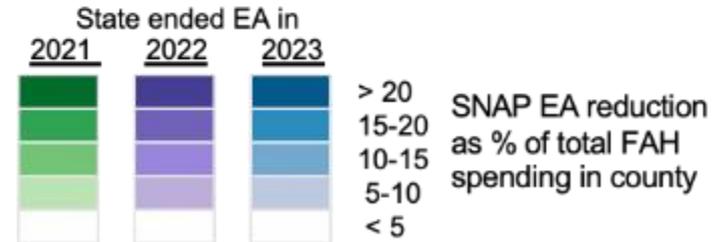
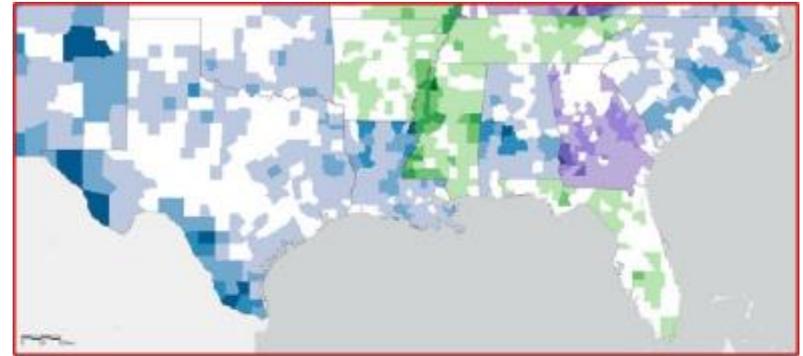
- Supply chains are vulnerable to two types of labor issues: labor shortages and labor actions (e.g., rail strikes).
- Labor shortages persist in industries throughout the supply chain (e.g., trucking) which impacts the reliability and resilience of supply chains

# SNAP participating households will have a harder time weathering disaster impacts than last year

**What:** SNAP emergency allotments phased out for many states in March 2023, resulting in up to 35% decline in benefit. Food prices continue to rise.

**So what:** SNAP households will have less funds to evacuate and prepare. Stores reliant on SNAP purchases may struggle, while food banks are already seeing increased demand.

**Now what:** Prepare for increased demand for local sheltering and food assistance.

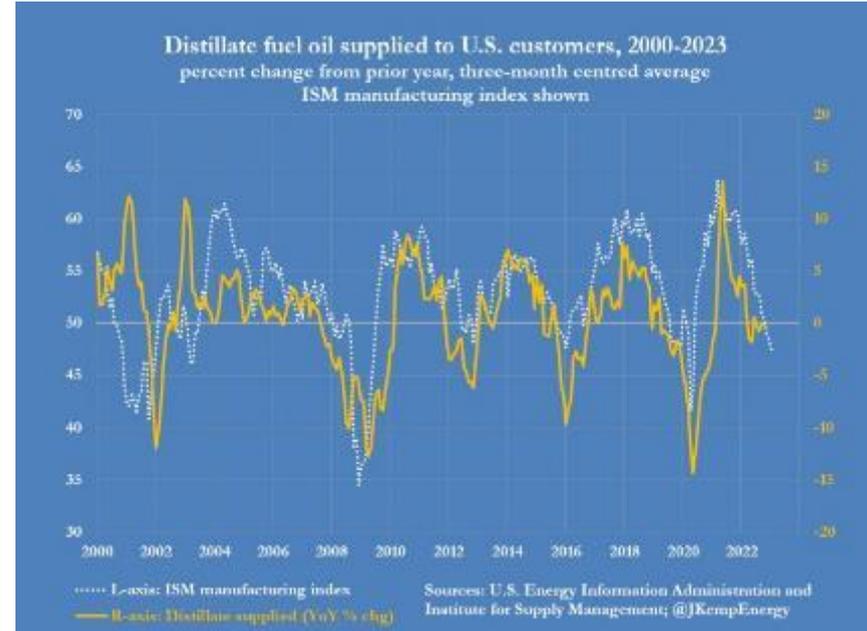


# Fuel supply is likely to be adequate for hurricane season as domestic fuel demand remains flat

**What:** Fuel demand normally increases heading into hurricane season, but economic slowdown means less fuel demand.

**So what:** Freight consumes 80% of distillates. Economists point to examples of overall slowdown in the economy as evidence demand will remain challenged.

**Now what:** There will likely be available fuel supply for hurricane season. Continue to coordinate with DOE on any potential disruptions or supply constraints.



# Geographic concentration and last mile delivery continue to create underlying system vulnerability

**What:** Geographic concentration of fuel infrastructure and last mile delivery are systemic vulnerabilities if impacted.

**So what:** Lack of network understanding and prior relationships can impact the effectiveness of emergency management efforts in mitigating fuel supply chain challenges.

**Now what:** Develop operational preparedness by engaging both other public as well as private stakeholders. Prioritize high concentration areas or areas with last mile delivery challenges.



# Lead times for distribution transformers continue to grow

**What:** Lead times for distribution transformers have grown from 12 months in 2022 to 18 months now.

**So what:** Existing utility stockpiles are being drawn down, and utilities are repurposing old transformers to extend their supply.

**Now what:** Prepare for additional and longer temporary power missions.



Pole transformer

Pad transformer



## Generator inventory is constrained as lead times increase

**What:** Lead times for generators have extended to as much as 2 years and units available for lease are limited.

**So what:** Generators are relied on to provide power to critical facilities when electric power from the grid is not available. Without them, critical facilities could face operational challenges.

**Now what:** Review status/functionality of existing FEMA generator stock and identify alternate lease options where possible.



Generators at Simmons Army Airfield during Hurricane Dorian preparations

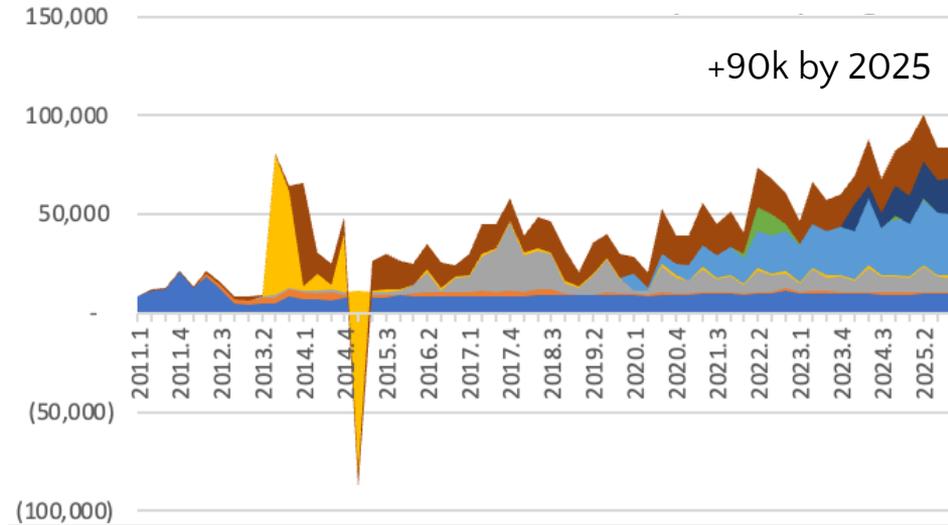
# Trucking labor gaps persist even as demand softens

**What:** Regulations aimed at increasing safety contribute to the need for more drivers.

**So what:** Even as overall freight demand softens, drivers will remain in high demand to meet these requirements.

**Now what:** Continue to monitor freight system for overall health and future policies impacting labor.

Additional drivers required by regulation



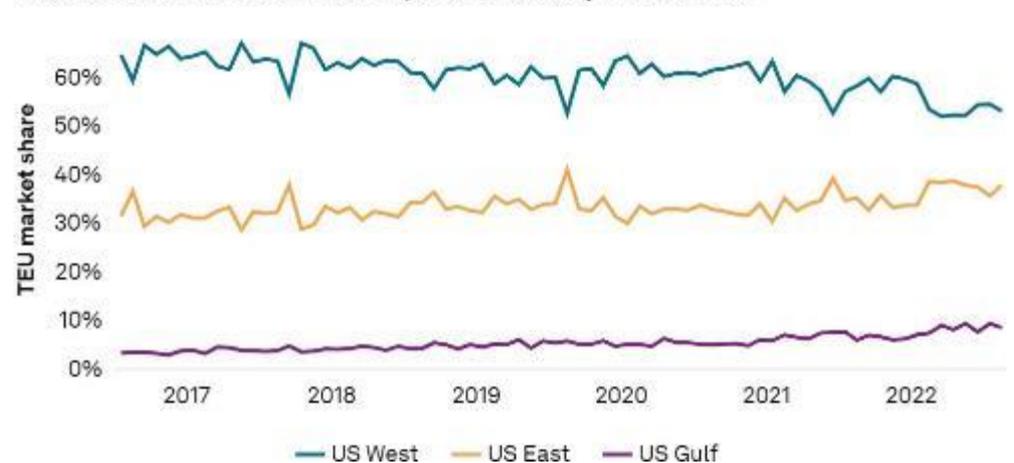
# Maritime port capacity was tested during COVID peaks, and new shipping patterns have emerged.

**What:** West Coast shipping congestion has decreased since COVID peaks. Import market share is shifting from West to the East and Gulf Coast.

**So what:** More imports are vulnerable to Atlantic hurricane disruptions, but East Coast ports have demonstrated resilience

**Now what:** Changes to the regional import market share will influence operational capacity at ports, rail, and highway.

West Coast share of Asia imports continues to erode  
Coastal share of US containerized imports from Asia by month (PIERS)



# Catastrophic Vulnerabilities

## Supply Chain Implications

### Geographic concentrations

- Fuel refineries are **concentrated in the hurricane-prone Gulf Coast** and their production is core to serving the South, Midwest, and Atlantic coast
- Regions served by **one middle mile source** (e.g., parts of Florida, Utah)

### Sector/service concentration

- Digital transactions now make up **over 80% of food purchases**, including SNAP (EBT); disruptions in these transactions challenge demand signaling
- Inland waterways move more than half of the tonnage across upper MS system, including nearly all grain and agricultural products
- The electric grid is the sole source of power for most, and faces capacity challenges, especially with rapid spikes in demand

### Supplier concentration

- In 2022, **four meat packing companies** processed 85% of America's beef, 67% of its pork, and 54% of its chicken

### Component concentration

- Over 90% of the power consumed in the U.S. passes through large power transformers. These transformers have extended timelines and require materials sourced outside of the U.S.

# The scope and scale of risk concentrations exceed any tactical response plan, but strategic readiness is possible and requires:

1

Capacity for **rapid damage assessments** that identify impacts to supply chain flows

2

**Restoration priorities** informed by where supply chain flows need enabling functions to re-open first and fastest (e.g., electric grid, telecommunications, and transportation)

3

Pre-disaster investment to ensure **minimal loss of digital financial transactions.**

4

Effective federal procurement **mechanisms to signal validated demand** when digital financial signals have been lost

5

Early action to **minimize physical and regulatory constraints on flows** (e.g., waivers)

6

Proactive, collaborative **public-private troubleshooting and flow facilitation**

7

Financial and functional incentives to **attract freight capacity to catastrophe zones**

# Emerging Technology and Trends



# Emerging Technology and Trends

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**Mike Sands**

Contracting Officer, Acquisition Career Navigator  
Office of Acquisition Operations (QMA)  
Office of Travel, Transportation and Logistics



**Christina M. Shaw**

Director, Utilization and Donation Program  
Division  
Office of Personal Property Management

**Ben Camerlin**  
SATCOM & Mobility Program Manager  
Office of Information Technology Category (ITC)



# Emergency Acquisition Basic Ordering Agreement

# Agenda

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- Define Basic Ordering Agreements (BOAs)
- Discuss the Emergency Acquisition (EA) BOAs
- Review EA BOA scope and benefits
- Ordering Process and Example Requirements
- Summary & Data



# Basic Ordering Agreements

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Federal Acquisition Regulations (FAR) 16.703 (emphasis added)

BOAs are written instruments of understanding, negotiated between an agency, contracting activity, or contracting office and a contractor, that contains (1) terms and clauses applying to future contracts (orders) between the parties during its term, (2) a description, as specific as practicable, of supplies or services to be provided, and (3) methods for pricing, issuing, and delivering future orders under the basic ordering agreement. **A basic ordering agreement is not a contract.**

BOAs are effective instruments for **expediting contracting activities for uncertain requirements** in which specific quantities, items, and prices are not known at the time of execution of the agreement.



# Emergency Acquisition Basic Ordering Agreements (EA BOAs)

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- BOAs were initially considered to assist GSA with rapidly procuring supplies and services in support of FEMA. During Acquisition Planning and market research, it became clear these vehicles could also offer value to all levels of government in times of emergency.
  - These BOAs may be used, free of charge, **by all Federal agencies, state & local, tribal, and territorial governments.**
- GSA executed eighteen (18) BOAs with vendors from diverse industries and locations to ensure FEMA and other government entities would have a pool of experienced and capable vendors to procure commercial supplies and services from in times of emergency.
  - Of the 18 BOAs executed, **17 of the vendors are Small Businesses.**



# Scope

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- EA BOAs may be used to rapidly procure just about any commercial supply or service, so long as the requirement is in support of an emergency.
  - Our definition of emergency is broader than that found in the FAR which requires a Presidential declaration.
- If a given requirement is determined an emergency by an agency or government entity, or a Presidential declaration is made, your requirement for commercial supplies or services is likely within the scope of this BOA.
  - Should there be questions about scope or use of these BOAs, contact the EA BOA Contracting Officer (see final slide).



# Benefits

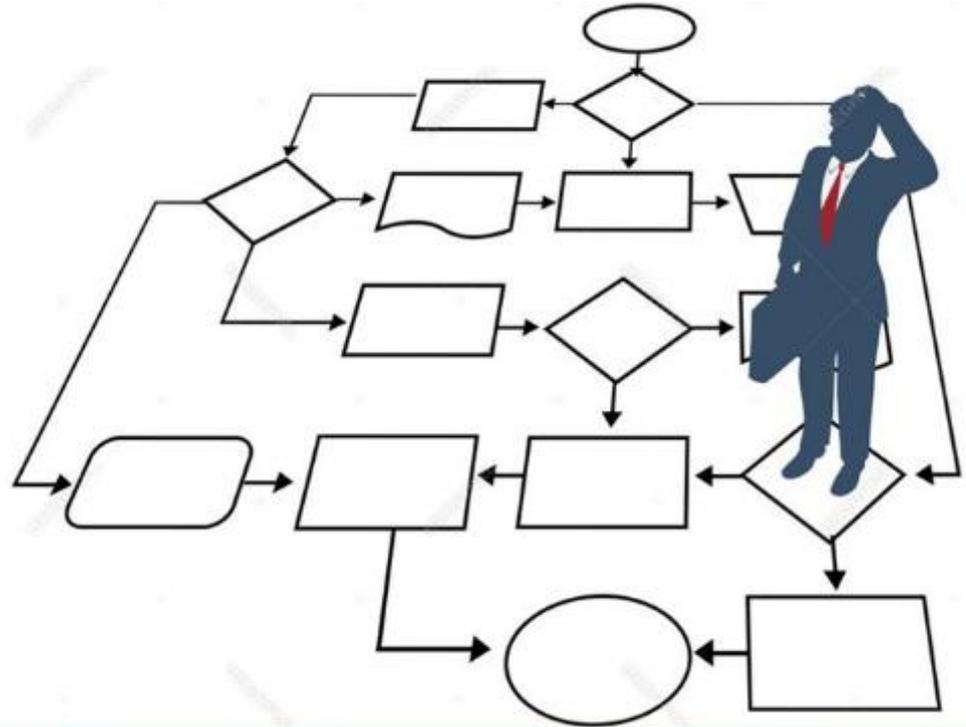
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- EA BOAs include guidance and **step-by-step instructions** for authorized users to follow when soliciting, evaluating, and awarding requirements.
- **Flexibility** is built into the BOAs allowing users to incorporate their own unique terms and conditions for each requirement (packaging, delivery, response times, additional clauses & provisions...etc.).
- These BOAs do not contain price lists or item catalogs; therefore, users can solicit just about any commercial supply or service, and vendors can quote based on current market conditions.
- Use of these BOAs is not system-dependent (emailed RFQs and award notices are the norm), and vendors have been prepared to adapt to unique agency requirements and procedures.



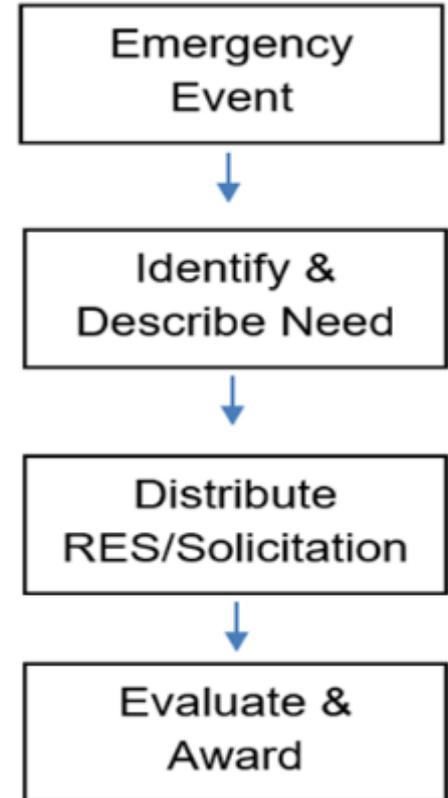
# Process Flow

- Identification of need
- Describe/Define requirement
- Market Research & Acquisition Planning
- Review & Approval
- Draft solicitation
- Review & Approval
- Publish/distribute solicitation
- Evaluate quotes/offers
- Draft award decision
- Review & Approval
- Send order/contract to awardee for signature
- CO countersigns award document
- Distribute award to awardee
- Publish award notice



# EA BOA Process Flow

- GSA has already performed the market research, acquisition planning, and responsibility determinations.
- The BOA was synopsized through SAM.gov and provided fair opportunity.
- Authorized users may jump right into their solicitations after they have identified their emergency requirement and adequately described their need.
- Rapid response times, evaluation procedures, and delivery terms are present in the BOA allowing streamlined competition and awards.



# Example Requirements

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BOA Participants,

Good evening everyone. Our first BOA requirement has finally arrived!

See attached Request for Emergency Support (RES) # 47QMCH22Q0001 for Halal and Kosher Meals Ready to Eat. Respondents to this RES must possess an executed BOA prior to the **quote due date of 12/8/2021 at noon Eastern Time** to be considered for award.

Please follow the instructions contained within your executed BOA when preparing your quote submissions.

Alternative quotes are welcome, and all responses must be sent to me via email at [michael.sands@gsa.gov](mailto:michael.sands@gsa.gov) by the due date and time mentioned above and in block 8 of the SF1449. **Ensure your quotes possess product descriptions demonstrating the quoted items meet this RES's requirements.** All terms and conditions from your executed BOA apply to this RES, and the "lowest priced, technically acceptable" methodology will be used to determine the awardee.

Upon (or shortly after) selection for award and execution of a contract/delivery order, an Advance Ship Notice (ASN) will be provided along with instructions for its completion and submission.

Thank you all again for your participation and please feel free to contact me if you have any questions or concerns regarding this RES. If you wish to have future requirements (RES's) sent to another individual within your organization, please let me know.



# Summary & Data

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- GSAs EA BOAs offer a streamlined approach to commercial purchases during emergencies.
- Any government group can use, free of charge.
- No price lists or item catalogs
- The EA BOAs have been used to rapidly purchase meals, COVID test kits, sheltering items, Joint Field Office (JFO) kits, and pandemic kits.
- Average savings of ~40% in FY23 and ~32% in FY22
- Competitive process (>5 quotes received on all solicitations)



# References

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[https://www.acquisition.gov/far/part-16#FAR\\_16\\_703](https://www.acquisition.gov/far/part-16#FAR_16_703)

A copy of the BOA and Master Contact List may be found at the link below.

<https://www.gsa.gov/governmentwide-initiatives/emergency-response/emergency-acquisition-basic-ordering-agreements>





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For more  
information, visit:  
[gsa.gov/FAST](https://gsa.gov/FAST)

**EA BOA Contracting Officer:**

Michael Sands

786-795-3259

[michael.sands@gsa.gov](mailto:michael.sands@gsa.gov)

# Excess in Disaster Situations

# About Personal Property

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PPM assists federal agencies with the **disposal of personal property assets no longer needed** by facilitating:

- **Reuse** (within the federal government)
- **Donation** (through States to eligible recipients)
- **Sale** (to the general public, usually via GSAAuctions)



# Disaster Efforts

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When disaster strikes, PPM supports response efforts by:



**Identifying and sharing available items** with impacted areas



**Expediting the transfer/donation** of items to support relief efforts



**Facilitating timely and efficient disposal** post-disaster





# Common Disaster Items

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## For institutional level efforts:

- Construction Equipment
- Electric Generators
- Fire/Rescue Equipment
- Vehicles
- Boats

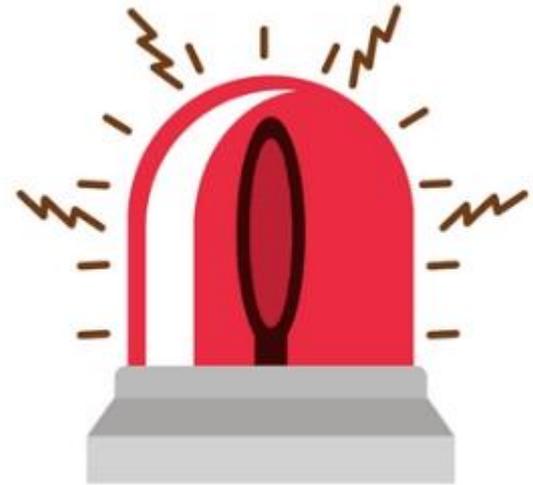


# Stats

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# \$65M

transferred / donated for  
emergency response efforts  
since FY20



# Surplus in Action: Louisiana Flooding



- *August 12-16, 2016*
- *31" of rainfall in 15 hours*
- *30,000+ people impacted*
- *\$30M worth of damage*

Donated surplus for this disaster included:

- 1250 KW generator
- 100,000 sand bags
- 2 water purification units
- 1600 cases of MREs (Meals Ready to Eat)
- Cargo trucks & high water vehicles
- Tanker truck & fuel pumps
- A full tractor-truckload of relief supplies including:
  - Tarps
  - Respirator masks
  - Gloves
  - Insect repellent
  - Floodlights
  - Air beds
  - Rope
  - Water jugs
  - and more



# Surplus in Action: Hurricane Harvey

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A donated utility truck proves useful in high water operations and rescue.



A crane loads sandbags on a donated truck and trailer for distribution around the state.



A cargo truck loaded with cots, tools and a generator (all donated), sits ready to respond.



# For More Information

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[GSAXcess.gov](https://gsaxcess.gov) - GSA's catalog of available excess/surplus property

- NOTE: ([PPMS.gov](https://ppms.gov) coming July 24)

For Federal Agencies: [GSA PPM Area Property Officers](#) (APOs)

For Potential Donees: [State Agencies for Surplus Property](#) (SASPs)

PPM Allocating Officials (facilitate the donation of property to the States):

- Eastern States: Shelia Blount, [shelia.blount@gsa.gov](mailto:shelia.blount@gsa.gov)
- Western States: Stephon Jackson, [stephon.jackson@gsa.gov](mailto:stephon.jackson@gsa.gov)





**For more  
information, visit:**  
[gsa.gov/FAST](https://gsa.gov/FAST)

## Questions?

### **Matthew Manger**

Director, Office of Personal Property Management  
[matthew.manger@gsa.gov](mailto:matthew.manger@gsa.gov)

### **Christina Shaw**

Director, Utilization & Donation Division  
[christina.shaw@gsa.gov](mailto:christina.shaw@gsa.gov)  
[Area Property Officers](#)

### **Angel Paschall-Harmon**

Director, Sales Division  
[angel.paschall@gsa.gov](mailto:angel.paschall@gsa.gov)  
[Sales Contracting Officers](#)

# Enterprise Mobility & SATCOM for Emergency Preparedness

# Enterprise Mobility

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- **Wireless Priority Service (WPS)**
  - No cost service provided by the Cybersecurity & Infrastructure Security Agency (CISA)
  - Provides priority calling on eligible devices on all nationwide cellular networks
- **FirstNet services provided by AT&T**
  - Includes dedicated spectrum (Band 14) for exclusive use of first responders during an incident
  - Allows for high power user equipment (HPUE) to increase range and improve data speeds
  - Additional Compact Rapid Deployables (CRD) available to extend FirstNet services via satellite when or where no cellular service is available.
- **Verizon Frontline**
  - Dedicated service offering for National Security, Public Safety, and First Responders
  - Offers priority access and preemption capabilities at no additional cost
- **Crisis Response Teams**
  - Dedicated operations centers and response teams available to deploy additional mobile communications equipment for planned and unplanned events



# Satellite Communications (SATCOM)

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- Satellite phones and data services
  - Iridium, Inmarsat and Globalstar satellite phones provide voice calling when no cellular infrastructure is available.
  - Iridium Certus and Inmarsat BGAN services provide voice and data (<1 Mbps) capabilities
- Continuity of Operations (COOP) capabilities
  - Establishment of alternative communications in anticipation that an event disables or destroys the primary communications infrastructure.
- Emergency Response
  - The rapid deployment of a communications infrastructure in response to a natural or human-caused event that disrupts the normal communications infrastructure



# Emerging Mobility and SATCOM Technologies

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- Non-Geostationary Satellite constellations
  - Large LEO satellite constellations such as SpaceX Starlink, OneWeb, and Amazon Project Kuiper provide increased broadband speeds to simple easy to setup terminals
  - Medium Earth Orbit (MEO) O3b mPower services can provide carrier grade ethernet
- Direct-to-Device satellite services
  - Early examples include iPhone 14 Emergency SOS and T-Mobile/SpaceX partnership
  - Future satellite services are planned to provide voice/data to unmodified smartphone using wireless carrier spectrum
- Future 5G services and use cases
  - 5G non-terrestrial network (NTN) standards and commercial use cases are in early development
  - Will provide ubiquitous comms leveraging terrestrial, airborne/drones, and satellite communications.



# Where to Buy?

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- [GSA Enterprise Mobility Program](#)
  - Best-in-Class wireless mobility solutions on the Multiple Award Schedule (MAS) Special Item Number (SIN) 517312 takes a broad category approach to give customers a one-stop shop for mobility solutions
- [GSA Satellite Communications \(SATCOM\) Program](#)
  - Our Best-in-Class SATCOM contracts — Complex Commercial SATCOM Solutions (CS3) and Commercial Satellite Communications Solutions on Multiple Award Schedule (MAS) — can help federal, state, local, and tribal governments maintain essential and secure communications where no wire line or wireless base exists
- [Enterprise Infrastructure Solutions \(EIS\)](#)
  - Our Best-in-Class Enterprise Infrastructure Solutions (EIS) is the go-to contract for enterprise telecommunications and networking solutions.

**Contact us at [SDintake@gsa.gov](mailto:SDintake@gsa.gov)**





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**For more  
information, visit:  
[gsa.gov/FAST](https://gsa.gov/FAST)**

## **Ben Camerlin**

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## **Poll and Break Time**

# Market Research

# Market Research

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Mobility/SATCOM Section Chief -  
Solutions Development (QT3CKB)  
Office of Enterprise Technology  
Solution, Information Technology  
Category (ITC)



**Tiffany Shabanian**

Program Manager  
Market Research as a Service  
(MRAS)  
Customer & Stakeholder Engagement  
(CASE) Division



# Market Research Tools in Preparation for Emergency Presentation

## Acquisition Guidance for Procuring 5G Technology



# Your Guide to 5G Acquisition

- **Secure 5G and Beyond Act of 2020** ordered strategy to ensure the security of next generation mobile telecommunications systems and infrastructure.
- **Acquisition Guidance for Procuring 5G Technology** is plain-language resource to help government agencies buy fifth generation (5G) wireless technology.
  - **Tools and Strategies for Contracting 5G**
  - **5G Use Cases in Government**
  - **Standards for 5G**
  - **General Background**
- Ongoing, multi-agency effort to document and share best practices for optimal 5G deployments.



# Your Guide to 5G Acquisition

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## Purpose and Scope

- **Acquiring secure 5G solutions is key to ensuring federal networks stay safe and resilient.**
- **Gives agency leaders the strategies and tools to:**
  - **Improve their security posture**
  - **Reduce overall risk**
  - **Support rapid delivery of 5G solutions**



# Best Practices From Across the Government

## Contributing Departments, Agencies, and

Organizations

1



2



3



4



5



6



7



8



9



1. National Aeronautics and Space Administration
2. U.S. Department of Commerce, National Telecommunications and Information Administration
3. U.S. Department of Defense, Office of the Chief Information Officer
4. U.S. Air Force
5. U.S. Marine Corps
6. U.S. Navy
7. U.S. Department of Homeland Security, Cybersecurity and Infrastructure Security Agency
8. U.S. Department of State
9. U.S. General Services Administration



# 5G's Role in Emergency Preparedness

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## Advantages of 5G

- High data rate
- Reduced latency
- Energy saving
- Cost reduction
- Higher system capacity
- Massive device connectivity within a specific coverage area



# 5G Use Cases

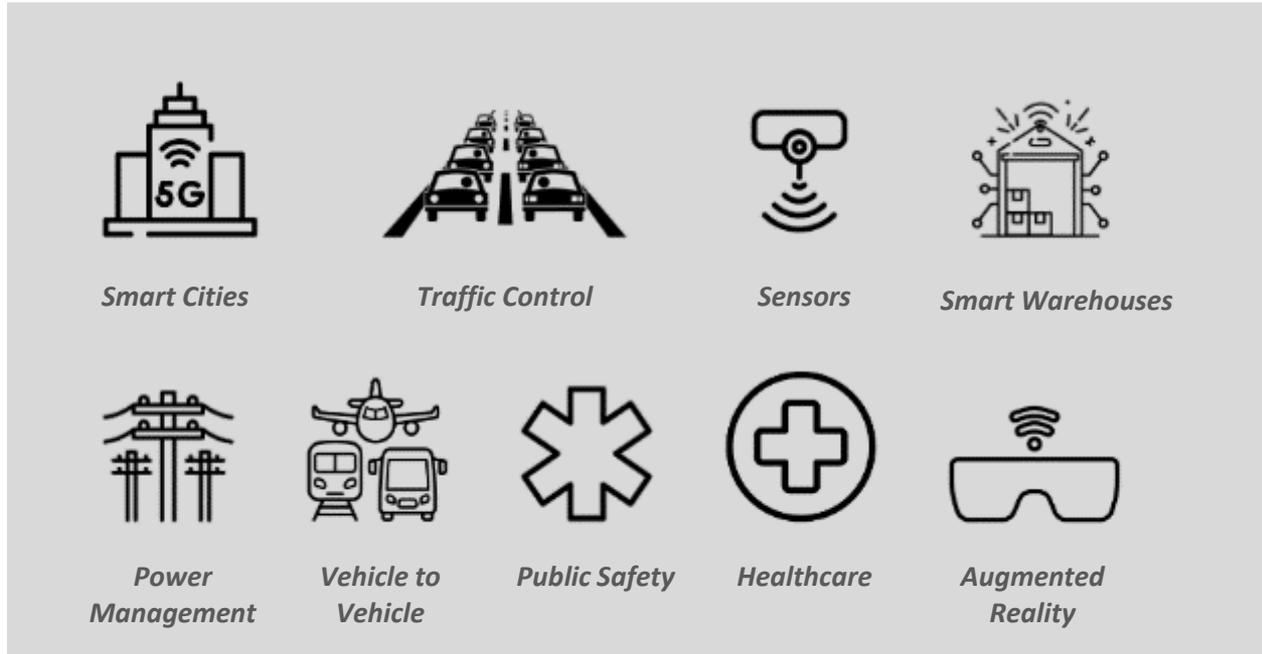
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- Use Cases help agencies identify real-world scenarios where 5G will be most applicable.
- Federal government 5G use-cases can be categorized into the 3GPP defined use-cases:
  - Enhanced mobile broadband (eMBB)
  - Ultra-reliable low latency communications (URLLC)
  - Massive machine type communications (IoT or mMTC)



# 5G Service Provider Use Cases

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5G is expected to enable a wide range of use cases and IoT applications

# 5G Enterprise Systems

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**Augmented and Virtual Reality**

**Remote control of unmanned vehicles**

**Local Area Network (LAN) and Cable Replacement**

**High precision supervisory control and data acquisition**

**High speed telemetry from tethered government systems**

**Intelligent Video**

# Acquisition Strategies - Wireless Mobility Solutions

- Category approach to mobility by including a suite of products
- Centralizing mobility on Multiple Award Schedule (MAS) under SIN 517312 simplifies market research
- Evergreen Period of Performance on MAS and On-Ramp provides greater flexibility
- Open to all federal agencies, as well as State, Local, Regional and Tribal through Cooperative Purchasing Program

Eleven subcategories provide customers with a “one-stop-shop” for mobility solutions

1. **Wireless Carrier Services**
2. **Mobile Hardware/Infrastructure**
3. **Mobility-as-a-Service (MaaS)**
4. **Enterprise Mobility Management (EMM)**
5. **Mobile Backend-as-a-Service (MBaaS)**
6. **Telecom Expense Management Services (TEMS).**
7. **Mobile Application Vetting**
8. **Mobile Threat Protection (MTP)**
9. **Mobile Identity Management**
10. **Internet of Things (IoT)**
11. **Other/Mobile Services**



# Acquisition Strategies - EIS Mobility Service

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Ensure agencies have the ability to obtain a broad range of Mobile Wireless and Managed Mobility services

*Focus on Mobility services that support an enterprise wide network solution*

- ❑ 5G access/Fixed Wireless Access
- ❑ Integrated mobile security with enterprise network security
- ❑ WiFi and 5G integration
- ❑ Look ahead to Private 5G network implementations



# The Federal Mobility Group

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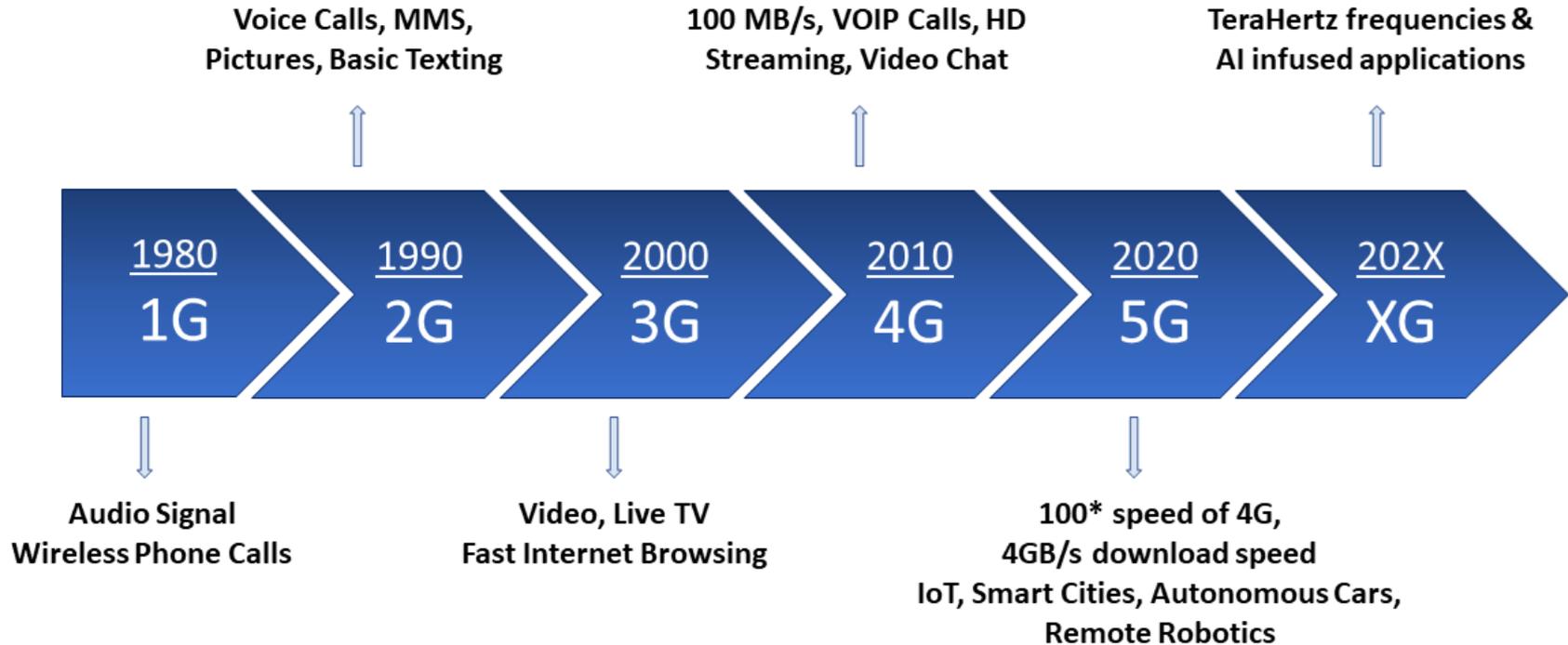
- Works across federal government to identify **common mobility challenges**, develop **workable solutions** and create opportunities to **share best practices**.
- Chartered under the Federal CIO Council, with a matrixed reporting relationship to the Federal IT Category Manager & Office of Federal Procurement Policy (OFPP).
- Focused on **non-national security** and **mobility mission** related challenges faced by agencies. Includes 5G, Internet of Things (IoT), Artificial Intelligence (AI), Security, Policy, Regulations, and other Emerging Technologies.

## FMG Working Group Pillars

- **Mobile Security**
  - **Acquisitions**
  - **5G & Mobile Network Infrastructure**
  - **Mission Enablement**
- Membership open to federal employees and support personnel. Contact [fmg@gsa.gov](mailto:fmg@gsa.gov) to join.



# The Evolution of Mobile Networks



# Role of Security in Public Sector 5G Deployment

5G implementation requires increasing security and resilience at the design phase and reducing national security risk from untrustworthy 5G networks.

Some risks that should be considered:

- Attempts by threat actors to influence the design and architecture of 5G networks
- Susceptibility of the 5G supply chain (SC) due to the malicious or inadvertent introduction of vulnerabilities
- Current 5G deployments leveraging legacy infrastructure and untrusted components with known vulnerabilities
- Limited competition in the 5G marketplace resulting in more proprietary solutions from untrusted vendors



# Market Research As a Service (MRAS)

Effective Market Research for Emergency  
Preparedness

*Presented By:*

*Tiffany Shabanian, MRAS Program Manager*



# Objectives

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By the end of this training you will have:

- A better understanding of why market research is conducted.
- The Regulations and Market Research FAR PART 10
- How to get better results



# Why Research

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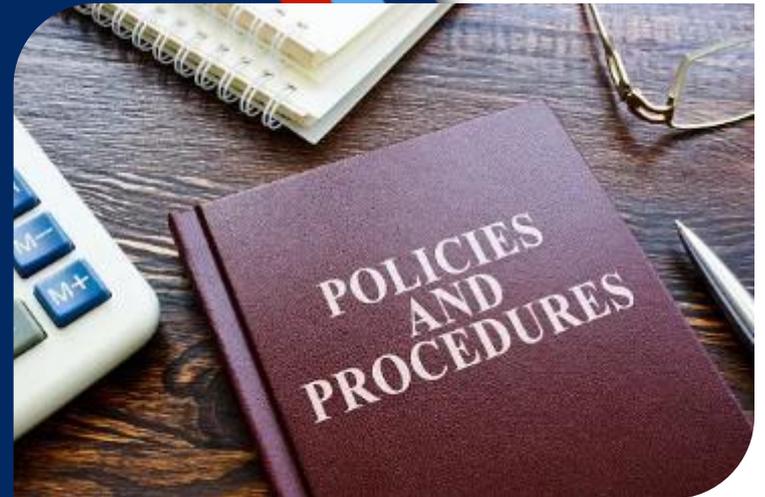
- To gain knowledge and start the conversation
- To remain relevant, efficient and innovative
- To understand market constraints and find opportunities
- To ensure regulatory compliance
- To drive mission capabilities



# The Regulations

FAR PART 10

[www.acquisition.gov/far/part-10](http://www.acquisition.gov/far/part-10)



# The Scope and Policy

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## The Scope

- By Regulation, there are 6 instances where market research is mandatory.
- Best Practice Acquisition teams are always conducting market research, both formally and informally.

## The Policy

- To gather results, the policy is clear, we must only ask potential sources for the minimum amount of information.
- So how do we get the information we need and limit the burden of the market?



# The Procedures

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## Plenty of GSA Tools

[Interact](#)

[Acquisition Gateway](#)

[Advantage](#)

[eBuy](#)

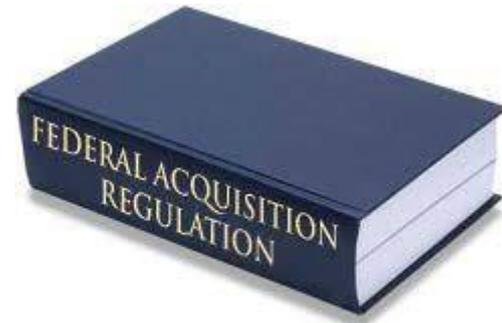
[Pricing Central](#)

[Search GSA Contracts](#)

[eLibrary](#)

## Plenty of Market Expertise

- Government Wide Category Managers
- Other Acquisition Professionals
- Internal Experts





**FAST  
2023**



## What is MRAS?

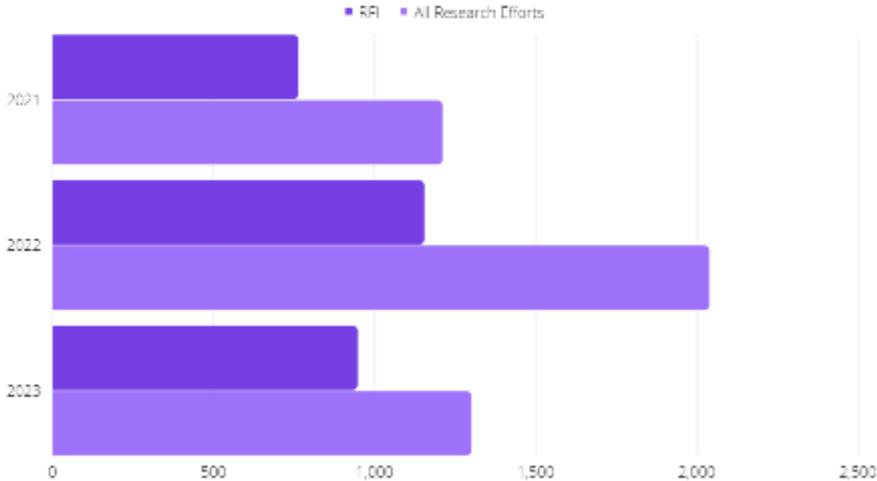
MRAS uses the latest research techniques to help agencies visualize the competition and socioeconomic responses that they can expect if they use GSA's acquisition vehicles.

# Objectives of MRAS

- To make market research easy for all stakeholders.
- Creating Government-wide efficiencies in Acquisition Planning .
- To give industry a voice.
- To provide accurate data that summarizes the marketplace.
- Listening to stakeholder feedback to continuously improve our services.



# MRAS Program Successes



[BUY.GSA.GOV/MRAS](https://buy.gsa.gov/mras)

## Awards

Over **\$40 Billion** market research opportunities awarded to GSA Contract Holders.

## Top Customers

- Air Force
- Army
- Navy

## Top Categories Researched

- Professional Services
- Information Technology
- Facilities
- Industrial Products and Services
- Security and Protection





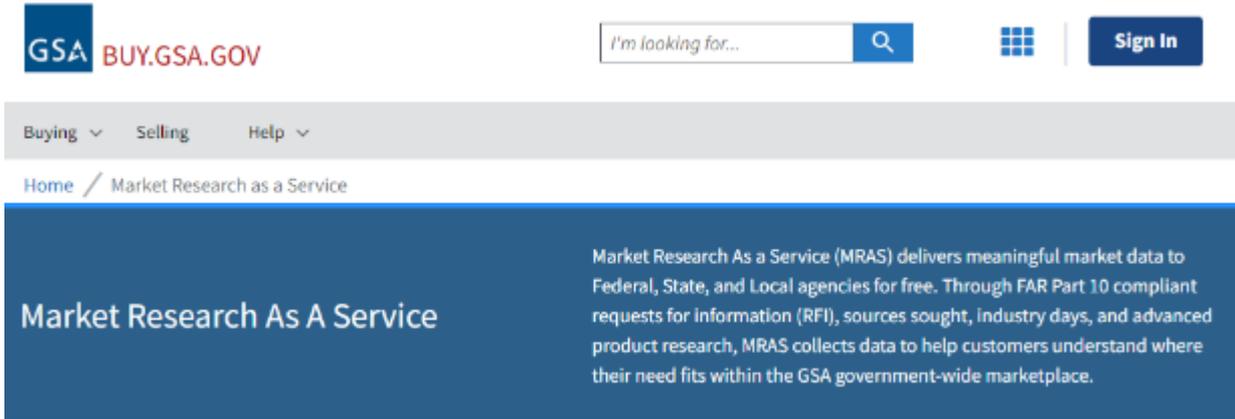
**FAST  
2023**



## MRAS Success Story

- MRAS coordinated a centralized effort for Market Research on **COVID-19** acquisition requests for high demand items.
- The RFI was sent to GSA and non-GSA vendors to provide an inventory status.
- A Daily Inventory Report was maintained to help customers quickly identify vendors.
- Over **1,200 responses** were received from industry.
- Over **45 different COVID19 market research requests** were completed.

# Submitting Your Market Research Request



The screenshot shows the top navigation bar with the GSA logo and 'BUY.GSA.GOV' text. A search bar contains the placeholder text 'I'm looking for...' and a magnifying glass icon. To the right is a 'Sign In' button. Below the navigation bar are dropdown menus for 'Buying', 'Selling', and 'Help'. A breadcrumb trail shows 'Home / Market Research as a Service'. The main content area has a dark blue header with the text 'Market Research As A Service'. Below this, a paragraph describes MRAS: 'Market Research As a Service (MRAS) delivers meaningful market data to Federal, State, and Local agencies for free. Through FAR Part 10 compliant requests for information (RFI), sources sought, industry days, and advanced product research, MRAS collects data to help customers understand where their need fits within the GSA government-wide marketplace.'



## EXPLORE OUR OFFERINGS

MRAS provides automated RFIs & Sources Sought for services and advanced GSA Advantage! product searches.

<p><b>Product Research Request</b></p> <p>Search up to 20 thousand products on GSA Advantage and receive a market report.</p>	<p><b>RFI - Service Request</b></p> <p>Request a RFI to understand GSA Contracts and Industry Capabilities with a market report.</p>	<p><b>MRAS Report Archives - COMING SOON!</b></p> <p>Search thousands of previous market research reports to research your requirement. OMB Max login required.</p>
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# Available Service Options

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- **Rapid Review:** Identifies if your requirement fits the scope of existing GSA acquisition solutions in 24-48 hours.
- **GSA Advantage Product Market Search:** Search up to 20,000 items on GSA Advantage at once
- **Request for Information/Market Research Report:** Streamlines the RFI process and consolidates the results into one report with visuals.
- **Industry Engagement:** Targeted industry engagement regarding Agency specific requirements during MRAS Industry sessions.

# Products: GSA Advantage! Multiple Part Number Search



US General Services Administration  
 Federal Acquisition Service  
 Market Research as a Service - Market Report  
 Commodity Research Report (Joey Bot)  
 gsaadvantage.gov

Mfr_Part Number	Lowest Price	Average Price	Highest Price	C
AXELGAARD MFG_180-0005-00	\$ 9.98	\$ 9.98	\$ 9.98	
AXELGAARD MFG_180-0007-00	\$ 9.98	\$ 9.98	\$ 9.98	
AXELGAARD MFG_180-0009-00	\$ 9.98	\$ 9.98	\$ 9.98	
AXELGAARD MFG_180-0011-00	\$ 9.98	\$ 9.98	\$ 9.98	
AXELGAARD MFG_180-0040-00	\$ 9.98	\$ 9.98	\$ 9.98	
RS MEDICAL 180-0010-00	\$ 9.98	\$ 9.98	\$ 9.98	
RS MEDICAL 802-0011-00	\$ 226.12	\$ 226.12	\$ 226.12	
RS MEDICAL 802-0012-00	\$ 225.76	\$ 225.76	\$ 225.76	
RS MEDICAL 802-0013-00	\$ 225.12	\$ 225.12	\$ 225.12	
RS MEDICAL_950-0036-00	\$ 1,188.93	\$ 1,188.93	\$ 1,188.93	
RS MEDICAL_959-0032-00	\$ 163.17	\$ 163.17	\$ 163.17	
RS MEDICAL_959-0036-00	\$ 163.17	\$ 163.17	\$ 163.17	

- Search up to 20,000 parts at once
- Receive GSA Advantage! data in one commodity market report on demand\*\*
- Includes One-on-One CSD Review of Report

\*\*A list of part numbers/descriptions will need to be uploaded with your request

Source: MRAS, Joey Bot - GSA Advantage Product Market Search

[BUY.GSA.GOV/MRAS](https://buy.gsa.gov/mras)





# The MRAS RFI Process





# Sample MRAS RFI

[BUY.GSA.GOV/MRAS](https://www.buy.gsa.gov/mras)

U.S. General Services Administration  
[www.gsa.gov/mras](https://www.gsa.gov/mras)

[You can download a copy of this RFI in advance of responding here:](#)

NOTE: this is a downloadable copy of the RFI when it was posted. As close dates and/or Technical Questions could possibly change and may not be reflected, be sure to always refer to the close date and information posted only, and not this document.

Do not download and submit the attachment by email. Only responses submitted online by completing the RFI Survey are accepted.

## USCG - Emergency Supplies and PPE - Market Research

On behalf of the United States Coast Guard, GSA is conducting market research to understand capabilities related to providing the below requirement:

Procurement of supplies and personal protection equipment (e.g. Blankets, Utensials, Disposable Gloves, Hand Sanitizer) for delivery to supply warehouses located in Key West and Miami, FL; San Juan, Puerto Rico; and Guantanamo Bay, Cuba. Delivery of items shall be within five days from date of order

**Responses Due: 04/13/2023**

### Business Size:

s - small business

o - other than small business

We gather small business and vendor socio-economic data in the survey.

### Please select all socio-economic categories that apply to your GSA contract.

Select all that apply to your GSA Contract only (not based on the NAICS provided for this requirement or your current status in real time) OR if your company does not fall under one of the categories, please select N/A.

If your company holds multiple GSA contracts and their socio-economic categories differ, respond based on the contract you deem is the best fit for this requirement.

### Socio-economic Indicators Key:

w - Woman Owned business

wo - Women Owned Small business

ew - Economically Disadvantaged Women Owned Small business

v - Veteran Owned Small business

dv - Service Disabled Veteran Owned Small business

d - SBA Certified Small Disadvantaged business

8a - SBA Certified 8(a) Firm

h - SBA Certified HUBZone Firm

Socio-economic indicators signify the business size and business status of the contractor.

To look up the indicator by contract, refer to GSA eLibrary.

w

wo

ew

v

dv

d

8a

h

N/A

# Sample MRAS RFI

## Technical Question(s) - Yes/No

You can further explain your response in the Capabilities Statement below.

	Yes	No
1. Does your firm have the capability to perform all required services in the draft SOW?	<input type="radio"/>	<input type="radio"/>
2. Does your firm have similar or previous experience with the type of work outlined in the draft SOW?	<input type="radio"/>	<input type="radio"/>
3. Will your firm be able to meet the delivery time frame specified in the SOW upon notification of award?	<input type="radio"/>	<input type="radio"/>
4. Does the draft PWS contain information that would enable you to adequately respond to a RFP?	<input type="radio"/>	<input type="radio"/>
5. Can your firm meet all of the performance objectives outlined in the SOW?	<input type="radio"/>	<input type="radio"/>
6. Do you have knowledge of DoD Acquisitions Processes and the Federal Acquisition Regulations (FAR) and associated supplemental regulations (DFARS, AFFARS)?	<input type="radio"/>	<input type="radio"/>

Done

## Technical Question - Multiple Choice

In your estimation how much of this potential requirement would your company need to subcontract to other companies?

None

Less than 15 Percent

Between 15 and 30 Percent

Vendors can expand on technical questions in their Capabilities Statement

**Optional Feedback:** Please provide any feedback or questions you may have related to this requirement and the Draft Requirements document. Also, if applicable, use this area to further explain your response if you selected "Other" for Questions 16-18.

**This section is only for questions or feedback to the Agency relating to this requirement.**

*NOTE: Do not include capabilities information or recommend non-GSA contracts here. Any capabilities information or non-GSA contract recommendations provided in this section will be removed and are not included in the MRAS Market Research Report of all responses provided to the requiring Agency POC.*

## Capabilities Statement:

**Please note: Only one (1) file can be uploaded. Be sure you stack/combine all your documents into a single file prior to uploading.**

Capabilities Statement should include relevant experience. Relevant experience includes projects that are similar to the described requirements and that have occurred in the past 5 years. **Please do not provide general capabilities statements.**

Please include up to 3 relevant projects and provide the following information for each:

1. Customer Name
2. Customer/Client POC Email
3. Total Contract Value
4. Period of Performance
5. Brief Description of Services Provided
6. Indicate if there is a CPARS (Contractor Performance Assessment Reporting System) Available

**While optional, a capability statement relevant to this requirement is highly recommended.**

Drop files or click here to upload

All vendor feedback provided will be summarized in a report, to ensure PWS/SOW requirements are clear



# MRAS Market Research Reports provide:

## Competition Determination:

May generate adequate competition under the following GSA solution(s): Multiple Award Schedule (MAS)  
 May be able to target small businesses for this requirement.

All information should be independently verified by reviewing the market research data submitted and the capabilities statements linked to this report.

<b># Total Responses</b> <b>23</b>	<b># Interested Sources</b> <b>18</b>	<b># Small Businesses</b> <b>17</b>
---------------------------------------	--	--

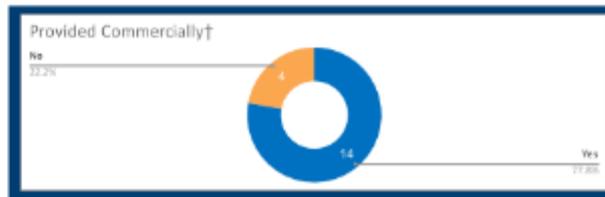
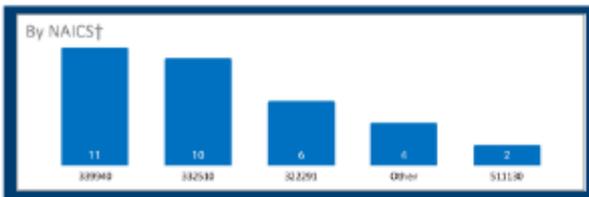
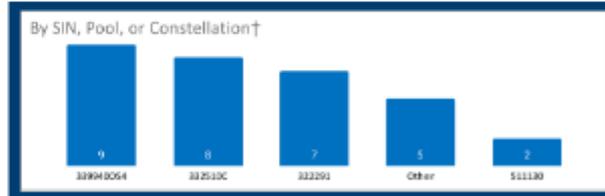
  

<b>Response Summary Details</b>	
<b>Posted RFQ(s)</b>	RFQ1613686
<b>Contracts Selected</b>	Multiple Award Schedule (MAS), Other
<b>SIN, Pool, or Constellation Selected</b>	339940054, 332510C, 322291, Other, 511130
<b>NAICS Selected</b>	339940, 332510, 322291, Other, 511130

**By Socio-Economic Breakdown\*\*†**

\*\*A - SBA Certified 8(a) Firm; d - SBA Certified Small Disadvantaged Business; dv - Service Disabled Veteran Owned Small Business; em - Economically Disadvantaged Women Owned Small Business; h - SBA Certified HUBZone Firm; v - Veteran Owned Small Business; w - Woman Owned Business; wo - Woman Owned Small Business (WOSB)



† Interested Sources Only

- Socio-Economic Outlook
- Summary of Industry Feedback
- Narratives to leverage Acquisition Planning



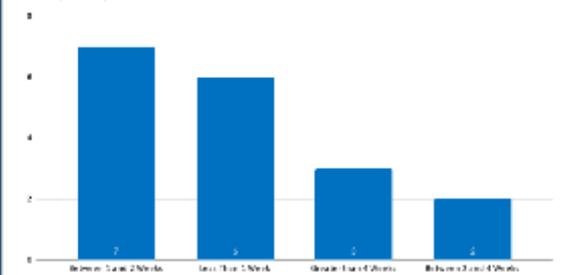
# MRAS Market Research Report Sample

## Feedback Summary

Submit Offer?	Company Name	Feedback	Other - Contract	Other - SIN	Other - NAICS
Yes	Access Products Inc.	Is the 5 day delivery mandatory? Due to labor shortages across the nation, there are more delays with carriers than ever before. Are backorders considered for this opportunity? Manufacturers are still paying cash up front for the products, and some items are still highly congested. NOT ALL PRODUCTS LISTED ON SUPPLY LIST ARE ON MY GSA CONTRACT, ONLY 2 ITEMS ARE ON MY GSA CONTRACT NSN332211; AND	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yes	ADVANTAGE OFFICE PRODUCTS	NSN4520178	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yes	Aspetto Inc	Our manufacturer partners carry many of these items but not all of them. We would have to source many of the items as open market.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yes	Burhan Enterprises Inc	can you post this requirement to GSA ASSIST and we will be able to respond over the requirement.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Yes	Capstone Office Products	Open market items may be quoted if allowed.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Yes	MMA Global Cartridges LLC	We can supply all the Ability One products as long as they are in stock and available	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Yes	Obey Imaging Supplies, Inc	Only my line to Puerto Rico and Guantánamo Cuba is a little tight at 5 days	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yes	Weisco Distribution, Inc. / DBA Conn	The special item number on the GSA schedule that best aligns with the requirements is Hardware store (322510C)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yes	WRIGGLESWORTH ENTERPRISE	To properly quote this opportunity, I would need expected min/max order levels by item. It also like preferred method of order, number of ordering officials, and payment method. These all have an impact on how I structure my offer. It will be difficult to state answers on inventory and delivery without knowing the actual product mix and quantities. We have experience managing contracts like this, but I cannot commit to our ability to perform unless I have additional information. This would reflect on our ability to source exclusively under our contract. Thank you.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
*No	AlphaVets, Inc.	AlphaVets is in the process of obtaining a new GSA contract. We submitted our offer in June of 2022, and we believe we are nearing the end stages of the process. Our current GSA Schedule is coming to the end of its 20 year life cycle, so we would not want to make any offers from that contract.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
*No	Competitive Choice, Inc.	Not all of the requested items will be on Contract.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
*No	RLS Hughes Co., Inc.	Not all of the items being sought are currently on our GSA contract. We would need to get them approved and added in order to use our GSA contract vehicle. This can take up to 6-9 months which is why we answered no.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
*No	Veterans Business Supply, Inc.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

## Technical Question Multiple Choice (Interested Sources Only)

What are your delivery times?



## Interested Sources

Business Size	Company Name	POC Email	Website	Capability Document	MRAS
s - small business	Access Products Inc.	emily@accessproductsinc.	<a href="http://www.accessproductsinc.com">www.accessproductsinc.com</a>		<input checked="" type="checkbox"/>
s - small business	ADVANTAGE OFFICE PRODUCTS	ricky@youradvantageonline	<a href="https://youradvantageonline.com">https://youradvantageonline.com</a>		<input checked="" type="checkbox"/>
s - small business	Aspetto Inc	walter.clarke@aspettoinc.com	<a href="http://WWW.ASPETTO.COM">WWW.ASPETTO.COM</a>	<a href="https://feedback.gsa.gov/files/fwf_0c">https://feedback.gsa.gov/files/fwf_0c</a>	<input checked="" type="checkbox"/>
s - small business	Ball Office Products	sarah@ballcp.com	<a href="http://www.ballcp.com">www.ballcp.com</a>	<a href="https://feedback.gsa.gov/files/fwf_20">https://feedback.gsa.gov/files/fwf_20</a>	<input checked="" type="checkbox"/>
s - small business	Blue Water Sales	sales@bluewater-sales.us	<a href="http://www.bluewater-sales.us">www.bluewater-sales.us</a>	<a href="https://feedback.gsa.gov/files/fwf_25">https://feedback.gsa.gov/files/fwf_25</a>	<input checked="" type="checkbox"/>
s - small business	Burhan Enterprises Inc	team@burhanenterprisesinc.com	<a href="http://www.burhanenterprisesinc.com">www.burhanenterprisesinc.com</a>	<a href="https://feedback.gsa.gov/files/fwf_20b">https://feedback.gsa.gov/files/fwf_20b</a>	<input type="checkbox"/>
s - small business	BZ DEFENSE LLC	bz@bzdefense.com	<a href="https://bzdefense.com/">https://bzdefense.com/</a>	<a href="https://feedback.gsa.gov/files/fwf_31">https://feedback.gsa.gov/files/fwf_31</a>	<input checked="" type="checkbox"/>
s - small business	BZ DEFENSE LLC	BZ@BZDefense.com	<a href="https://bzdefense.com/">https://bzdefense.com/</a>	<a href="https://feedback.gsa.gov/files/fwf_31b">https://feedback.gsa.gov/files/fwf_31b</a>	<input checked="" type="checkbox"/>
s - small business	CAPRICE ELECTRONICS INC.	DLAUFER@CE/SALES.COM	<a href="http://WWW.CE/SALES.COM">WWW.CE/SALES.COM</a>		<input checked="" type="checkbox"/>
s - small business	Capstone Office Products	jmc@capstoneoffice.com	<a href="http://www.capstoneoffice.com">www.capstoneoffice.com</a>		<input checked="" type="checkbox"/>
s - small business	Lazer Cartridges Plus	dixie@lazer-cartridges.com	<a href="http://www.lazer-cartridges.com">www.lazer-cartridges.com</a>		<input checked="" type="checkbox"/>
s - small business	MMA Global Cartridges LLC	info@cartridge-supplier.com	<a href="https://www.cartridge-supplier.com/dynaflex/wa/search/dynaflex_supplier/">https://www.cartridge-supplier.com/dynaflex/wa/search/dynaflex_supplier/</a>		<input checked="" type="checkbox"/>
s - small business	McCormick, Linda	Linda@mccormickofficesupplies.com		<a href="https://www.feedback.gsa.gov/files/fwf_10d">https://www.feedback.gsa.gov/files/fwf_10d</a>	<input checked="" type="checkbox"/>
s - small business	Morning Star Industries Inc	Steve@morningstarusa.com	<a href="http://www.morningstarusa.com">www.morningstarusa.com</a>	<a href="https://feedback.gsa.gov/files/fwf_2X">https://feedback.gsa.gov/files/fwf_2X</a>	<input checked="" type="checkbox"/>
s - small business	Obey Imaging Supplies, Inc	john@obeyimaging.com	<a href="http://www.obeyimaging.com">www.obeyimaging.com</a>		<input checked="" type="checkbox"/>
s - small business	Sterile Services Co.	Carter@ssc1.com	<a href="https://ssc1.com/">https://ssc1.com/</a>		<input checked="" type="checkbox"/>
s - small business	WRIGGLESWORTH ENTERPRISES	linda@weisco.usa.com	<a href="http://WWW.WRIGGLESWORTHENTERPRISES.COM">WRIGGLESWORTHENTERPRISES.COM</a>	<a href="https://www.feedback.gsa.gov/files/fwf_10b">https://www.feedback.gsa.gov/files/fwf_10b</a>	<input checked="" type="checkbox"/>
o - other than small business	Weisco Distribution, Inc. / DBA Conn	scott.sterling@weisco.com	<a href="http://www.weisco.com/and.com/my.com">www.weisco.com/and.com/my.com</a>	<a href="https://feedback.gsa.gov/files/fwf_21">https://feedback.gsa.gov/files/fwf_21</a>	<input checked="" type="checkbox"/>

[BUY.GSA.GOV/MRAS](https://buy.gsa.gov/mras)



# MRAS Value Added Benefits

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- Streamlines market research and Reduces acquisition time
- FAR Part 10 Compliant
- Aligns Agency needs with GSA contracts and solutions
- Continuous support from your local GSA Customer Service Director
- Identifies the business size appropriate for the requirement
- Promotes category management

# What Our Customers are Saying.....

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"MRAS helped me avoid doing it the way it's always been done before."



"I am very satisfied with this process,...I am extremely happy with the results and plan to utilize the services again....I will share this positive experience with other supervisors in my organization and encourage them to utilize these services as well. Great Job!"

"...I used MRAS and in 10 days, had 40 people respond. GSA then went over the report and did a deep dive to identify specific socioeconomic factors. It was very helpful!"

"...the customer utilized the MRAS RFI process to determine their overall acquisition strategy. The MRAS program has proven to be a value added program!"





## Effective Market Research Training

Learn why market research is conducted, when and how to conduct market research; the regulatory nature of FAR Part 10. Also learn how to get better results by making your data collection methods easier. This is a one (1) CLP credit course.

July 27th, 2023 1 pm - 2 pm ET

August 24th, 2023 1 pm - 2 pm ET

September 14th, 2023 1 pm - 2 pm ET

Visit: [www.gsa.gov/events](https://www.gsa.gov/events) for more information



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For more  
information, visit:  
[gsa.gov/FAST](https://gsa.gov/FAST)

## Resources

- Before you initiate your request please reach out to your Customer Service Director (CSD):  
[GSA.gov/CSD](https://GSA.gov/CSD)
- To initiate your Market Research Request visit:  
[Buy.GSA.gov/MRAS](https://Buy.GSA.gov/MRAS)
- If you have any questions about the MRAS program please email: [RFI@Research.GSA.gov](mailto:RFI@Research.GSA.gov)

[BUY.GSA.GOV/MRAS](https://BUY.GSA.GOV/MRAS)

# User Stories and Case Studies

# Emerging Technology and Trends

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**Joe Niewiadomski**  
Short Term Rental Branch Chief  
GSA Fleet



**Kris Ann Nieswiadomy**  
Business Development Specialist  
GSA, Federal Acquisition Services  
Office of Customer & Stakeholder



**Mark King**  
Customer Service Director  
GSA, Federal Acquisition Services  
Office of Customer & Stakeholder



# Short Term Rental Case Study

# STR Overview

- STR offers a huge selection of vehicles and equipment to meet seasonal work, special events and surge requirements, as well as replacements for vehicles/equipment temporarily out of service.
- All procurement requirements are taken care of to provide customers with quick access to vehicles & equipment at the lowest available rates.

BENEFITS	VEHICLES	EQUIPMENT
<ul style="list-style-type: none"><li>• Lowest available commercial rates</li><li>• Easy, hassle-free procurement</li><li>• Convenient online request system, available 24/7</li><li>• Fuel cards provided</li><li>• Charges appear as line item on your GSA bill</li><li>• No fee for additional drivers</li><li>• No early turn in penalty</li></ul>	<p><b>70+ types of available including:</b></p> <ul style="list-style-type: none"><li>• Sedans of all sizes</li><li>• Mini-vans</li><li>• Passenger and cargo vans</li><li>• SUVs</li><li>• Light trucks</li><li>• Box, flat-bed and stake trucks</li><li>• Buses (without drivers)</li><li>• Refrigerated trucks and trailers</li><li>• Tractors and trailers</li></ul>	<p><b>550+ types of available including:</b></p> <ul style="list-style-type: none"><li>• Aerial Lifting</li><li>• Compaction</li><li>• Earth Moving</li><li>• Forklift and cranes</li><li>• Generators and electrical</li><li>• Heating and AC</li><li>• Trucks and utility vehicles</li><li>• Light towers</li><li>• Welders</li><li>• Dewatering pumps</li></ul>

# STR Case Study - Hurricane Ian

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- Miccosukee Tribe of FL
- FEMA/USACE Blue Roof Mission





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For more  
information, visit:  
[gsa.gov/FAST](https://gsa.gov/FAST)

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Monday - Friday

7:00 AM - 6:00 PM CT

## Contact Us:

**Email:** [gsa\\_rental@gsa.gov](mailto:gsa_rental@gsa.gov)

**Phone:** 1-866-886-1232

**Emergency:** 312-886-8670

Live chat and more information available at <https://str.gsa.gov>



# Buying Security and Protection Products/Services through GSA



# Overview

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- Cooperative Purchasing Program
- Disaster Purchasing Program
- Security & Protection Offerings
- Available Resources



# Programs for State and Local

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Program Name	Description
Cooperative Purchasing Program	IT, security, and law enforcement products, services, and solutions that support everyday activities and your overall mission are available through select Special Item Numbers (SINs). Visit the <a href="#">Cooperative Purchasing</a> page under Program Scope for more details.
Disaster Purchasing Program	 All MAS products and services are available, when buying in support of disaster preparation, response, and <a href="#">major disaster</a> recovery, as well as recovery from biological, radiological, or terrorist attacks.
Public Health Emergencies	 All MAS products and services are available when spending federal grants funds in direct response to <a href="#">public health emergencies</a> .
1122 Program	Equipment to support counterdrug missions, homeland security, and emergency response from General Services Administration (GSA), Defense Logistics Agency (DLA), and Department of Defense (DoD) sources of supply. For a crosswalk of what Special Item Numbers are available to 1122 users under the single Schedule, please view our <a href="#">available offerings</a> page for a full list of SINs. Contact your State Point of Contact (SPOC) for the <a href="#">1122 program [PDF - 33 KB]</a> for more information.

# Security/Protection Category Solutions

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## Marine Craft, Repairing & Equipment

- Boats (all types)
- Floating Barriers and Booms, Inboard and Outboard Engines

## Firefighting & Rescue Equipment

- Helicopters
- Unmanned Aerial Systems/Drones

## Alarm/Facility Management Systems & Protective Service Occupations

- Guard Services
- Physical Access Control Systems (PACS)

## Special Purpose Clothing

- Uniforms
- Footwear

## Law Enforcement & Security Equipment/Services

- Personal Protective Equipment
- Body Worn Cameras (BWC)
- Drug Testing Services



# Helicopters

Airbus-brand Helicopters  
Additional Mfg coming soon!



Davenport Aviation  
GS-07F-328AA

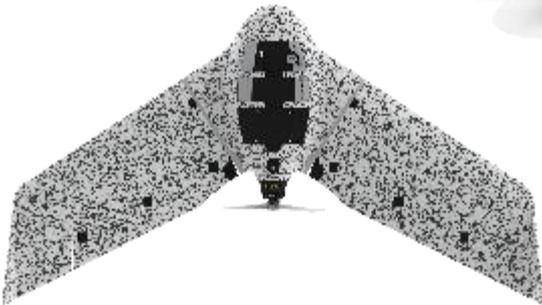
Helicopter Services, Inc.  
47QMCA20D001T



# Unmanned Aerial Systems/Drones

Defense Innovation Unit  
Blue UAS Program - DoD Sponsored  
Green UAS Program - Industry Sponsored

GSA MAS offers only DIU-approved  
UAS/Drones



Surveillance Systems



# Marine Craft & Equipment

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## Transportation & Logistics Services

- Marine Craft Repairing
- Marine Craft

# Fire-Fighting Equipment

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# Law Enforcement Equipment

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Misc Personal Equipment

Helmets and Body Armor

Restraining Equipment



# Law Enforcement Equipment

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Bomb Detection Equipment

HAZMAT Clothing

First Responder Equipment,  
Training and Services

# Body Worn Cameras

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Agencies working to improve  
Accountability and Public Safety

Surveillance Systems,  
Wearable Body Cameras, Vehicular Video

Presidential Task Force  
Collaboration with DOJ, Bureau of Justice Assistance

Encouraging Contractors to pursue FedRAMP  
Authorization for Cloud Storage Solutions



# Armored Vehicles

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Offer Turnkey Vehicles or “Armor Up” only packages

Non-Tactical Armored Vehicles and Vehicle Armoring Services

The DoS – BPA Example



# Canine Training and Handling

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Canine Training, Handling, and Caging Products and Services (includes purchase of canines)



# Miscellaneous Clothing

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# Security Services Subcategory

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- Protective Service Occupations
- Purchase/Installation of Alarm, Detection, and Access Control Systems (PACS)
- Law Enforcement Services
- Security Training



# Protective Service Occupations

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On-site Security Operations Include:

- Security Guards
- Alarm Monitors
- Baggage Inspectors
- Corrections Officers
- Detention Officers
- Court Security Officers
- Detection Dog Handlers



# Physical Access Control Systems (PACS)

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## **PACS System Components:**

- Physical Access Control Systems
- Physical Access Control Systems FIPS 201

## **PACS System Services:**

- Security System Integration, Design, Management and Life Cycle Support





**FAST  
2023**

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information, visit:  
[gsa.gov/FAST](https://gsa.gov/FAST)**

## How Can We Help?

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## **Audience Poll**



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## **End Slide**

Thank you for your participation!